

Message Text

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PAGE 01 KUWAIT 04884 290838Z
ACTION NEA-10

INFO OCT-01 ISO-00 PA-02 USIA-15 /028 W
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R 290813Z AUG 77
FM AMEMBASSY KUWAIT
TO SECSTATE WASHDC 8872
USDOC WASHDC
INFO AMEMBASSY ABU DHABI
AMEMBASSY JIDDA
AMEMBASSY MANAMA
USLO RIYADH

UNCLAS KUWAIT 4884

E.O. 11652: N/A
TAGS: BEXP, XF
SUBJECT: PROPOSED SOUTH CAROLINA STATE TRADE AND FINANCIAL
MISSION

REF: STATE 204173

1. ALTHOUGH TIMING OF MARCH 19-22 1978 SUNDAY THROUGH
WEDNESDAY VISIT TO KUWAIT SEEMS ACCEPTABLE, APPROVAL
MUST AWAIT THE FINAL SCHEDULING OF THE PENNSYLVANIA IOGA.
POST NEEDS A MINIMUM OF THREE WEEKS BETWEEN TRADE MISSIONS
AND PREFERS FOUR. ANY SCHEDULING IN LATE FEBRUARY WOULD
CONFLICT WITH KUWAIT NATIONAL DAY (FEBRUARY 25) AND THE
PROPHET'S BIRTHDAY (PROBABLY FEBRUARY 20 OR 21); THERE ARE
NO LOCAL HOLIDAYS IN THE MONTH OF MARCH.

2. WHILE HAPPY TO OFFER SUPPORT, WE MUST POINT OUT
KUWAIT'S SOPHISTICATED FINANCIAL COMMUNITY PLAYS HOST TO
VISITS BY SCORES OF BANKERS EVERY MONTH, MANY OF THEM
FROM VARIETY OF U.S. BANKS, INCLUDING SMALLER BANKS.
SHOULD REPS FROM 5 SOUTH CAROLINA BANKS WISH TO COME
HERE THEY CAN EASILY SEE MOST PEOPLE THEY WANT
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WITHOUT GOING THE TRADE MISSION ROUTE. ALSO, IT COULD
BE CUMBERSOME TO MIX SCHEDULING OF BANKERS WITH
REPRESENTATIVES OF GENERAL INDUSTRIAL EQUIPMENT FIRMS.
MISSIONS WITH ONE THEME TEND TO WORK BEST IN THIS
RELATIVELY SOPHISTICATED MARKET.

3. WE WILL NEED TO KNOW MORE ABOUT "GENERAL INDUSTRIAL

EQUIPMENET" WHICH FIRMS MANUFACTURE BEFORE WE CAN
JUDGE APPLICABILITY TO KUWAITI MARKET. EQUIPMENT FOR
CONSTRUCTION INDUSTRY AND OIL INDUSTRY RELATED
EQUIPMENT SELLS BEST HERE.
MAESTRONE

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NNN

Message Attributes

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Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition Event:
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